



METROPOLITAN
TRANSPORTATION
COMMISSION

Agenda Item No. 2b

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Memorandum

TO: Operations Committee

DATE: March 1, 2012

FR: Executive Director

W.I.: 310-2700

RE: Contract Change Order – Installation of Clipper[®] on New SFMTA Vehicles: Cubic Transportation Systems, Inc. (\$151,000)

Clipper[®] Program Status Report

After the usual seasonal declines in volume during November and December 2012, Clipper[®] transaction volume returned to pre-holiday levels in January. The system processed an average of 647,000 transactions per weekday during the month, which is 12% higher than the average weekday transaction volume one year ago. Attachment 1 includes additional information about Clipper[®] system operations for January 2013.

Contract Action

Staff recommends that the Operations Committee authorize the Executive Director or his designee to negotiate and enter into the following contract action:

Contract Change Order – Installation of Clipper[®] on New SFMTA Vehicles: Cubic Transportation Systems, Inc. (\$151,000)

As part of its fleet modernization efforts, SFMTA is expecting delivery of 62 vehicles from New Flyer Industries, Inc. in 2013. Under this Change Order, Cubic Transportation Systems, Inc. (Cubic) will install and configure the Clipper[®] onboard fare collection equipment on the new SFMTA vehicles, and Cubic will supply required materials necessary for installation. The pricing for this Change Order is based on previously-negotiated prices for installation and configuration of Clipper[®] equipment.

SFMTA will fund all work related to this project, but MTC will manage delivery and installation of equipment through the Clipper[®] Contract.

Recommendation

Staff recommends that this Committee authorize the Executive Director or his designee to negotiate and enter into a Contract Change Order with Cubic in an amount not to exceed \$151,000 to install Clipper[®] devices on the new SFMTA vehicles.

SH/bg


Steve Heminger

Attachment 1

Table 1: Summary of System Utilization

	Last Month January 2013	Prior Month December 2012	Prior Year January 2012
Transaction Volume			
Average Number of Weekday Transactions	646,832	581,092	574,750
Total Fee-Generating Transactions	17,147,897	15,398,766	14,931,901
Unique Cards Used	607,136	612,562	519,802
Number of Fee-Generating Transactions per Unique Card	28.24	25.14	28.73
Active Card Accounts	1,319,815	1,319,310	1,083,696
Settled Transit Operator Revenue	\$33,446,789	\$29,400,079	\$27,837,413
Autoload Activity			
Percent of Registered Cards with Autoload	38%	38%	39%
Call Volume			
Customer Service Representative (CSR) Calls	27,717	22,188	34,443
CSR Calls per Unique Card Used	0.05	0.04	0.07
Help Desk Calls	1,069	816	861
Website Traffic			
Unique Visitors	163,195	135,489	147,607
Website Visits	236,093	190,156	218,077
Website Visits per Unique Card Used	0.39	0.31	0.42

Table 2: Weekday Market Penetration Rates

	Average Weekday Clipper Boardings January 2013	Market Penetration Rate Current Month January 2013	Market Penetration Rate Prior Month December 2012	Market Penetration Rate Prior Year January 2012
AC Transit	52,564	26.6%	23.7%	24.2%
BART	204,207	49.7%	44.8%	44.2%
Caltrain	8,913	69.6%	62.9%	69.5%
Golden Gate Ferry	6,037	N/A	95.4%	96.5%
Golden Gate Transit	8,857	N/A	38.1%	37.8%
Muni/SFMTA	315,285	44.6%	40.0%	45.9%
SamTrans	14,338	30.9%	27.3%	26.5%
San Francisco Bay Ferry/WETA	1,034	40.5%	31.4%	N/A
VTA	35,597	25.7%	23.5%	4.7%

MTC's calculation of the Clipper market penetration rate on Caltrain reflects an assumption that monthly pass holders board Caltrain twice per day on weekdays.

REQUEST FOR COMMITTEE APPROVAL

Summary of Proposed Contract Change Order

Work Item No.: 310-2700

Contractor: Cubic Transportation Systems, Inc.
San Diego, CA

Project Title: Installation of Clipper® on New SFMTA Vehicles

Purpose of Change Order: Support the installation of Clipper® onboard fare collection devices on new SFMTA vehicles.

Brief Scope of Work: Install and configure onboard fare collection equipment and brackets and supply required materials necessary for installation.

Project Cost Not to Exceed: \$151,000 (this Change Order)
Total authorized capital contract value including Change Orders before this Change Order = \$130,365,598
Total authorized capital contract amount with this Change Order = \$130,516,598.

Funding Source: SFMTA Cooperative Agreement

Fiscal Impact: Funds included in the FY 2012-13 agency budget

Motion by Committee: That the Executive Director or his designee is authorized to negotiate and enter into a Contract Change Order with Cubic Transportation System, Inc. for the purposes described herein and in the Executive Director's March 1, 2013 memorandum, and the Chief Financial Officer is authorized to set aside funds in the amount of \$151,000 for such Contract Change Order.

Operations Committee:

Jake Mackenzie, Chair

Approved:

Date: March 8, 2013